



MARCO CARDILLO

Senior Hospitality
Management

CONTACT

PHONE:

+39 (348) 603-7477

+1 (305) 815-4315

WEBSITE:

<https://www.linkedin.com/in/marco-cardillo/>

EMAIL:

marco@cardillo.nl

CITIZENSHIP:

Italian (EU Citizenship)

AWARDS

- The Gold List 2010: Best Hotels for Location
<https://www.cntraveller.com/gallery/the-gold-list-2010>
- 2014 Premio Nacional "Conservación y Restauración de Monumentos"
- 2016 / 2017 Hotel Saratoga Highest Revpar in Cuba

To Whom it may Concern,

I am seasoned veteran in the Hospitality Industry with a wealth of experience in resorts, city hotels, and luxury boutique hotels. I graduated from Glion Institute of Higher education and speak several languages (English, Spanish, Italian, and German) which is invaluable in the hospitality industry.

Collaborating for over a decade with Saratoga Resources, I managed the Hotel Saratoga into the #1 luxury hotel in Cuba capable of hosting numerous celebrities including but not limited to: Beyonce, Jay Z, Madonna, Mick Jagger, and Mohammed VI of Morocco (King of Morocco).

I am attaching my resume in the following page, for your reviewal.

Regards,

Marco Cardillo

PROFILE

Seasoned and innovative professional with the ability to deliver exceptional results under constant deadlines and unpredictable complications.

Collaborated with key stakeholders to define requirements and develop elegant, cost-effective solutions. Adept at working across departments to ensure multiple business units meet and exceed expectations.

Highly successful in turning around difficult situations and managing joint ventures. Diplomatic and flexible when dealing with local partners and government entities with a huge capacity to resolve operational problems and incentivize staff. Adept at negotiations, dedicated with a strong work ethic. A team player who motivates and inspires others to excellence

CONTACT

PHONE:

+39 (348) 603-7477

+1 (305) 815-4315

WEBSITE:

<https://www.linkedin.com/in/marcocardillo/>

EMAIL:

marco@cardillo.nl

LANGUAGES

English – Fluent

Italian - Fluent

Spanish - Fluent

German - Good

MARCO CARDILLO

Senior Hospitality
Management

WORK EXPERIENCE

Saratoga Resources, Havana Cuba – Member Board of Directors

2016–Present

Saratoga Resources is the foreign owner of the successful joint venture Hotel Saratoga. Represent the foreign interests to the Cuban partner

SHM Consulting Inc, Miami USA - CEO & Owner

2018-2021

24 Years managing hotel joint ventures in the island of Cuba gave me a real vision of the actual and future possibilities in this market for foreign investors. Specialized in Real estate, Hospitality, Joint ventures development.

ION Care, Antigua - Head of the Caribbean

2018–2018

Hired to manage marketing and business development functions. Assigned to develop a multi-million project for a Caribbean resort in Antigua BVI, encompassing a luxury Hotel, Casino, Marina and luxury villas.

Hotel Saratoga, Havana Cuba - General Manager /Managing Director

2006–2016 / 2016-2018

5-star luxury hotel located in the old city, a joint venture between Coral Capital Corporation & Habaguanex S.A. Broad and diverse responsibilities encompassed all aspects of sales, marketing, business development, budgeting, strategic planning, staff development & training, supervision, guest relations, negotiations, and operations. Responsible for all of Capex's new investments.

1993-2006

Maritim Hotel Havana- General Manager

Lti Tuxpan Varadero All Inclusive- General Manager

Tryp Habana Libre Hotel Havana- Hotel Manager

Tryp Cayo Coco Resort All Inclusive- General Manager

Ventaclub Cayo Guillermo All-inclusive- General Manager

I Viaggi del Ventaglio Maldives, Kenya, Turkey, Ibiza, Bahamas - Area Manager

EDUCATION

Florida Atlantic University 2020

Hospitality and Tourism Management Certificate

Glion Institute of Higher Education 1992

Hotel Management Diploma

Istituto Tecnico Per Ragionieri 1985

Certified Accounting Diploma